

# ADMINISTRATION (ADMN)

Visit the [Course Schedule Search website](#) to find out when courses will be offered during the academic year.

*Read more about the courses within this subject prefix in the descriptions provided below.*

## ADMN 400 - Introduction to Business

**Credits:** 0 or 4

This course will introduce students to business organizations, the business disciplines and critical issues in contemporary business. The priority will be in having students develop strong intellectual foundations in business, knowledge of core disciplines of business, and an awareness of businesses' role in the economy and in the larger society. The course will include once a week lectures and also small group discussion sessions. The lectures will be organized by the lead PAUL faculty person and include visits and discussions with executives from New Hampshire companies.

**Attributes:** Writing Intensive Course

**Grade Mode:** Letter Grading

## ADMN 401W - Introduction to Responsible Business Management

**Credits:** 4

Students will learn the importance of, and be exposed to, responsible business management practices that need to be applied throughout an organization (e.g., Human Resources, Finance, Accounting, Marketing) to maximize economic performance and ensure ethical conduct. In this course, students will be introduced to foundational concepts in ethics and sustainability, along with inclusion, diversity, equity, and accessibility (IDEA) as pillars of responsible business management and economic performance. Students will explore the ethical dimensions of business decisions, the role of sustainability in management practices, and the importance of fostering inclusive, accessible organizational cultures as foundational to organizational success. This course emphasizes the value of multiple perspectives, critical thinking, innovation, oral and written expression, presentation, and reflection.

**Attributes:** Writing Intensive Course

**Grade Mode:** Letter Grading

## ADMN 403 - Computing Essentials for Business

**Credits:** 0 or 1

Self-paced course covering the fundamental skills and proficiency of general business software applications. Topics will include word processing and spreadsheet applications.

**Grade Mode:** Credit/Fail Grading

## ADMN 410 - Management Information Systems

**Credits:** 0 or 4

This course provides an introduction to computer literacy, basic computer hardware and software concepts, business applications of information technology and computer ethics. Hands-on exercises include spreadsheets, databases and web pages. Students registering for this course are expected to be able to bring a laptop computer to each class session running the Windows version of Microsoft Office Professional (including Microsoft Access).

**Prerequisite(s):** ADMN 403 (may be taken concurrently) with a minimum grade of D-.

**Grade Mode:** Letter Grading

## ADMN 502 - Financial Accounting

**Credits:** 4

Fundamentals of financial accounting concepts and procedures for analyzing economic events and the preparation and use of financial statements.

**Equivalent(s):** ACC 501, ACFI 501

**Grade Mode:** Letter Grading

## ADMN 503 - Managerial Accounting

**Credits:** 0 or 4

The use of information by managers to (1) determine the cost and profitability of the organization's products or services; (2) plan, control, and evaluate routine operations; and (3) make special non-routine decisions. The demand for managerial accounting information is derived from an integrated treatment of organizational objectives, an orientation to customers, and a focus on activities as the unit of analysis for measurement of cost, quality, and time.

**Prerequisite(s):** ADMN 502 with a minimum grade of C-.

**Grade Mode:** Letter Grading

## ADMN 510 - Business Analytics and Statistics

**Credits:** 4

Introductory coverage of analytics and statistical methods for managerial decision-making: data usage and visualization, probability, descriptive and inferential statistics, and regression modeling. Quantitative techniques common to many introductory statistics courses are covered, but the emphasis is on understanding concepts such as uncertainty, inferences from sample data, and model formulation, with particular emphasis on utilizing data for decision-making.

**Attributes:** Quantitative Reasoning(Disc)

**Prerequisite(s):** ADMN 403 with a minimum grade of D- and (MATH 420 with a minimum grade of D- or MATH 422 with a minimum grade of D- or MATH 424A with a minimum grade of D- or MATH 424B with a minimum grade of D- or MATH 425 with a minimum grade of D-).

**Equivalent(s):** ADMN 420

**Mutual Exclusion:** No credit for students who have taken ADM 430, BIOL 528, BUS 430, EREC 525, HHS 540, HMP 540, MATH 439, MATH 539, MATH 644, PSYC 402, PSYC 402H, SOC 402, SOC 402H, SOC 502, SOC 502H.

**Grade Mode:** Letter Grading

## ADMN 570 - Introduction to Financial Management

**Credits:** 4

The investments, financing, and dividend decisions of the firm in a global setting. Topics include capital budgeting, designing and issuing securities, manager performance evaluation, resolution of agency problems, and working capital management.

**Prerequisite(s):** (ECON 401 with a minimum grade of C- or ECON 401H with a minimum grade of C- or EREC 411 with a minimum grade of C-) and ADMN 510 (may be taken concurrently) with a minimum grade of C- and ADMN 502 (may be taken concurrently) with a minimum grade of C- and (ECON 402 (may be taken concurrently) with a minimum grade of C- or ECON 402H (may be taken concurrently) with a minimum grade of C-).

**Equivalent(s):** ADMN 601

**Grade Mode:** Letter Grading

**ADMN 575 - Behavior in Organizations****Credits:** 4

Behavioral science concepts applied to work settings. Focus on understanding and analyzing individual beliefs, values, goals, perceptions, motivation, commitment, and decision making; group structures and processes (interpersonal skills, communication, conflict resolution, leadership, and team work); organizational control systems (rewards, task design, performance appraisal); outcomes (satisfaction and development of the person as well as the organization); and organizational change.

**Attributes:** Inquiry (Discovery); Writing Intensive Course**Prerequisite(s):** (ADMN 400 with a minimum grade of C- or ADMN 401 with a minimum grade of C-) and ADMN 502 with a minimum grade of C-.**Equivalent(s):** BUS 620**Mutual Exclusion:** No credit for students who have taken MGT 535, MGT 580.**Grade Mode:** Letter Grading**ADMN 580 - Quantitative Decision Making****Credits:** 4

Introduction to the use of quantitative tools in the decision-making process of an organization. Planning and operational problems in the manufacturing and services sectors are emphasized. Topics include forecasting, capacity planning, optimization, project scheduling, simulation and risk analysis, quality, inventory management, and waiting lines.

**Prerequisite(s):** ADMN 420 with a minimum grade of C- or ADMN 510 with a minimum grade of C-.**Grade Mode:** Letter Grading**ADMN 585 - Marketing****Credits:** 4

Covers marketing as the process of planning and developing goods and services to satisfy the needs of target customers: consumers, other businesses, institutions. Focus on how marketing contributes to the firm's goals through product planning, pricing, promotion, and distribution policies, through both digital and traditional channels.

**Prerequisite(s):** (ADMN 400 with a minimum grade of C- or ADMN 401 with a minimum grade of C-) and (ECON 401 with a minimum grade of C- or ECON 401H with a minimum grade of C-).**Mutual Exclusion:** No credit for students who have taken HMGT 600, MKTG 530, MKTG 550.**Grade Mode:** Letter Grading**ADMN 700 - PAUL Assessment of Core Knowledge****Credits:** 0

One of the learning objectives in the Business Administration Program is that all students will graduate with an understanding of these core knowledge assembled from the various disciplines that contribute courses to the program. We assess this learning as part of our Assurance of Learning Program. The zero credit course provides an administrative mechanism for accomplishing this goal.

**Co-requisite:** ADMN 775**Grade Mode:** Credit/Fail Grading**ADMN 775 - Strategic Management: Decision Making****Credits:** 4

Capstone course: Problem-solving, decision-making, and strategic thinking relative to managerial, economic, ethical, legal, political, social, and technological aspects of an organization's environment. Integrates the functional discipline skills within the role of the general manager as leader and chief strategist, organizational builder and doer. Case discussion and analysis, industry and competitive analysis, environmental scanning, industry simulation, strategic audit, stakeholder analysis, values, ethics and social issues management within the public policy process are important course components.

**Co-requisite:** ADMN 700**Prerequisite(s):** ADMN 570 with a minimum grade of C- and ADMN 575 with a minimum grade of C- and ADMN 580 with a minimum grade of C- and ADMN 585 with a minimum grade of C-.**Equivalent(s):** ADMN 703**Grade Mode:** Letter Grading**ADMN 799 - Honors Thesis/Project****Credits:** 4-8

Supervised research leading to the completion of an honors thesis or project; required for graduation from the honors program in administration.

**Attributes:** Honors course; Writing Intensive Course**Mutual Exclusion:** No credit for students who have taken FIN 799H.**Grade Mode:** Letter Grading